



Chair, Ways and Means Committee
House Office Building, Room 131
6 Bladen Street
Annapolis, MD 21401

Dear Delegate Atterbeary:

We are writing this letter to urge your support for **HB432**, which would increase the annual amount of tax credits available for film production in Maryland. We are the principals of a Maryland security company which has been proud to provide security services in support of the Maryland Film Industry in recent years.

Specifically, we have served as the security vendor for several production projects in Maryland including the Netflix production, "House of Cards" and the HBO production, "VEEP". These productions resulted in the creation of jobs for over 100 employees in our company. We understand some critics would say these are not permanent jobs. Our experience has been that while these productions are not active year-round, we have been able to hire excellent employees and have been successful in continuing their employment with us throughout the year.

We have also witnessed first-hand the departure of film production activity from Maryland to other states, most notably Georgia, due to more aggressive tax credit programs offered there. As a result, our company opened operations in Georgia as our production industry customers from Maryland invited us to continue to provide them security services there.

We are hopeful that by increasing the annual level of tax credits as proposed in **HB432**, Maryland will continue to compete to attract film production companies to take advantage of the skilled employee base that we and other Maryland based vendors have developed.

As Maryland strives to diversify and grow its employment base in the private sector, **HB432** would seem to represent an important step in the right direction.

Respectfully,

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